

E2B SOFTWARE NEWS

Introducing E2B Software

E2B Teknologies officially launched E2B Software in August. E2B Teknologies will remain a reselling organization for Sage Software, Epicor, and complimentary third party products such as Sage CRM, Sage Abra, ASG Cypress, and similar solutions.

We created E2B Software for three primary reasons:

- Segregate the ERP sales and E2B product businesses
- Make it easier to find information on E2B products
- Establish a unique brand for E2B Software products

E2B Software develops plug-and-play business applications that integrate with multiple accounting and ERP business solutions including Sage MAS 90/200, Sage MAS 500, and other ERP systems. Historically, E2B Software products were developed exclusively as extensions to Sage MAS 500 ERP. However, E2B Software has expanded to provide software applications that are independent of specific ERP accounting systems.

A new website (www.e2bsoft.com) includes a [Learning Center](#) with rebranded product spec sheets, recorded demonstrations, user guides, webinar schedules, and more. The site was designed for easy navigation to product information and can be promoted to existing customers and prospects immediately.

E2B Software products and services include E2B Collect Suite, E2B 500, and E2B Professional Services. These products and services are described in more detail in the following article.

E2B Software Packaging & Pricing Changes

E2B Software has more than a dozen products for Sage MAS 500 ERP. Products are now part of the E2B Collect or E2B 500 product lines. All products are available as stand-alone modules but can now be purchased in one of four new suites – E2B Collect Suite, E2B 500 Supply Chain Suite, E2B 500 Distribution Suite, and E2B 500 Manufacturing Suite.

Inside This Edition

E2B Software

- Introducing E2B Software
- New Product Packaging and Pricing
- Improve AR Credit & Collections with E2B Collect Suite
- Monthly Webinar Schedule
- E2B Moves to Chardon, OH
- E2B To Exhibit at Sage Summit
- E2B Software Product Directory

E2B Software

521 Fifth Avenue
Chardon, OH 44024
Phone: 440.352.4700
Fax: 440.286.2092
www.e2bsoft.com

E2B SOFTWARE NEWS**E2B Collect Suite**[More Information](#)

E2B Collect Suite is available in two editions. The Sage MAS 500 Edition was developed in the Sage MAS 500 Application Framework and integrates seamlessly with Sage MAS 500 ERP. The .NET Edition officially launches in September 2009. The .NET Edition is developed using Microsoft .NET technologies. It has similar features to the existing Sage MAS 500 Edition but will integrate with multiple ERP solutions including Sage MAS 90/200, Sage MAS 500, and additional solutions by the end of 2009. E2B Collect Suite includes a Base System with a named user license. It also includes E2B Docs, Email Automation, Intercompany Collections, and two additional named user licenses (3 total users with the base). Prices start as low as \$5,000 for a single user system or \$11,550 for the 3-User E2B Collect Suite.

E2B 500 Distribution Suite[More Information](#)

E2B 500 Distribution extends Sage MAS 500 with new capabilities to optimize product procurement, inventory, and other areas of your supply chain. Designed for distributors and manufacturers, the suite includes: Enhanced MRP/DRP, Cost Modeling, Kanban Replenishment, Quality Management, Sales Forecasting & MPS, and Document Control. E2B 500 Distribution Suite is beneficial for both wholesale distributors and manufacturers. Pricing starts as low as \$12,000.

E2B 500 Manufacturing Suite[More Information](#)

E2B 500 Manufacturing includes additional features for customers using either the Sage MAS 500 Light Manufacturing or Advanced Manufacturing modules. The manufacturing suite includes: Engineering Change Orders, Batch Process Production Entry, Enhanced Costing, Sub Work Orders, Routing Step Copy, Work Orders Splitting, Progress Returns, Work Order Allocations, and Enhanced Labor Entry. It is identical to the former Enhanced Manufacturing Suite except that it includes Engineering Change Orders instead of Enhanced MRP/DRP (which can be added as an optional module). Manufacturers may also be interested in the E2B 500 Distribution Suite. Pricing starts at just \$9,000.

E2B 500 Supply Chain Suite

The E2B 500 Supply Chain Suite includes all products in the E2B 500 Distribution and Manufacturing Suites. Customers who own either suite may upgrade to the Supply Chain Suite which represents a significant product discount with ClientCare based on the bundled, suite price. Prices start at \$16,800.

Customers who own or purchase either the E2B 500 Distribution or Manufacturing Suites may add other products at a discount. For example, a manufacturer may purchase the E2B 500 Manufacturing Suite and add Enhanced MRP/DRP at a discount. Further, other E2B products (not included in any suite) may be purchased stand-alone or added to a suite. These additional products include Enhanced Product Configurator, Forecast Modeling, and Enhanced Lot Tracking. E2B Software now publishes list prices. These are included in the [E2B 500 Overview Spec Sheet](#).

E2B Collect Suite for Receivables and Collections Management (RCM)

Accounts receivable is typically the second most valuable asset of any business. Yet most ERP and accounting applications offer only basic tools to manage credit and collections activities. If you're like other Sage MAS customers, you've been waiting for a fully-integrated solution to help you manage credit and collections. Some customers have developed make-shift processes using customer memos or by trying to use CRM systems to manage past due accounts receivable.

E2B Collect Suite for Sage MAS helps credit and collections executives contain costs and reduce extended credit risks. Further, E2B Collect helps companies manage Sarbanes-Oxley compliance through an integrated system designed to collect, organize, and automate credit and collections information and activities.

E2B Collect Suite is a fully-integrated application comprised of three main products – E2B Collect for Receivables and Collections Management (RCM), E2B Docs for Receivables Document Management (RDM), and E2B Portals for customer self-service account portals.

Key Features:

- Make Account Notes
- Calculate Cost of Credit – Costs Incurred for Late Payments
- Assign Customers to Credit Classes
- Assign Users to Teams and/or Managers
- Work on Individual Accounts or on Assigned User Accounts
- Age accounts independent of Sage MAS
- Normal Aging (Invoice Date) and Late Aging (Invoice Due Date)
- User-Defined Aging Buckets
- My To Do List
- Payment & Invoice History from Sage MAS
- Print/Reprint Invoices & Statements
- Send Invoices/Statements via Email
- Customer communication notes
- Log and report on Expected Payments for cash flow forecasting
- Set reminders and tasks
- Dispute invoices and mark amount in dispute and optional exclude disputes from agings
- Create documents from mail-merge templates
- Define email templates
- Maintain contacts independent of Sage MAS
- Sync contacts between E2B Collect and Sage MAS
- Activities in E2B Collect displayed as Memos in Sage MAS
- Track and store all documents and attachments in E2B Collect

E2B SOFTWARE NEWS

- View assigned sales representative, credit terms, customer class, credit limit, and other account information
- Includes multi-level security and auditability for financial compliance

E2B Collect tracks and manages all credit and collections activities and disputes with forecasts for expected payments and cash flow analysis. Utilize built-in integration with Microsoft Word to create mail-merge documents from templates or create emails using Microsoft Outlook templates. You can assign accounts or work in teams on unassigned accounts.

Email automation is available to automatically file inbound emails in customer folders, tag them to the initial collections activity, and make them available for review within E2B Collect. An optional intercompany module is available for businesses that need to manage credit and collections activities across multiple business units.

E2B Docs is an optional module which creates PDF copies of invoices from multi-invoice print jobs. It is similar to the Paperless Office product available for Sage MAS 90/200. Invoices and statements printed through the E2B Docs print utility can be redirected to physical network printers with the PDF copies automatically stored in a secured network location which is available to E2B Collect users or made available to customers via a secure customer self-service portal.

E2B Software launched the MAS 500 Edition of E2B Collect earlier this year and will introduce a .NET edition for Sage MAS 90/200, Sage MAS 500, and other ERP systems this Fall. You can review product spec sheets and download recorded demos by visiting www.e2bsoft.com. Contact your account manager or sales representative to schedule a personalized demonstration or for product pricing.

E2B Software Product Webinars

- **E2B 500 Distribution Webinar** - First Thursday Monthly – Enhanced MRP/DRP, Sales Forecasting, Quality Management and other product extensions for Sage MAS 500 Inventory Management, Sales Order, and Purchase Order modules.
- **E2B 500 Manufacturing Webinar** - Third Thursday Monthly – Engineering Change Orders, labor entry, costing, and work order extensions for Sage MAS 500 Light Manufacturing and Advanced Manufacturing modules
- **E2B Collect Suite Webinar** - Second Thursday Monthly – E2B Collect extends your accounts receivable system with features to minimize days sales outstanding (DSO), forecast cash flow, and reduce outstanding receivables.

[Click Here for Webinar Schedule & Registration Links](#)

E2B Moves to Larger, Brand New Facility in Chardon, OH

E2B Software recently announced the relocation of their corporate office from Painesville, OH to Chardon, OH. The new corporate office is located at 521 Fifth Avenue, Chardon, OH 44024 and houses E2B Teknologies, E2B Software, and E2B Calibration.

E2B SOFTWARE NEWS

“We’ve grown tremendously in the past five years and anticipate continued growth necessitating a move to a larger building,” said E2B President Bill Henslee. “The new location in Chardon is also closer to the technical labor pool in Northeast Ohio and should be much more convenient for both current and future employees which are our most important asset.”

As of July 6th, 2009 E2B relocated to Chardon, OH, approximately 5 miles south of State Route 90 on Route 44. The company has a new fax number but was able to retain the existing phone number due to their use of digital phone lines. The former office was located in Painesville from 2001 to 2009.

The new facility features a state-of-the-art, environmentally-controlled calibration and repair lab for E2B Calibration. It also includes a workout room for employees, a large conference room, and several smaller meeting rooms.

E2B Software To Exhibit At Sage Summit

E2B Software will exhibit at Sage Software’s annual customer conference from November 9-12, 2009 at the Georgia World Congress Center in Atlanta, GA. Visit us at Booth #814. [Sage Summit Website](#)

E2B Software Product Directory

Click the links below to visit the E2B Learning Center for spec sheets, recorded product demonstrations, and user guides.

E2B 500 Manufacturing Suite	E2B 500 Distribution Suite	E2B Collect Suite
Engineering Change Orders	Enhanced MRP/DRP	E2B Collect Base
Batch Process Production Entry	Kanban Replenishment	E2B Docs
Enhanced Labor Entry	Sales Forecasting & MPS	Email Automation
Enhanced Costing	Quality Management	Intercompany Collections
Routing Step Copy	Cost Modeling	
Progress Returns	Document Control	
Sub Work Orders		
Work Order Splitting		
Work Order Allocations		